

**Achievement of Market-Friendly Initiatives and Results Program
(AMIR 2.0 Program)**

Funded By U.S. Agency for International Development

**Investment and Export Promotion-
Recruit Commercial Attachés for Jordanian Embassies.**

Final Report

**Deliverable for PSPI Component, Task No. 531
Contract No. 278-C-00-02-00201-00**

July, 2002

This report was prepared by Al Jidara Investment Services, in collaboration with Chemonics International Inc., prime contractor to the U.S. Agency for International Development for the AMIR Program in Jordan.

Activity Name: 513 Investment and Export Promotion, SOW Title: Recruit Commercial Attachés for Jordanian Embassies.

Following the first results of screening and short listing , please note the following regarding the final status of each post :

(A) Business Development Director (BDD)

Number of Total Received CVs	Number of Applicants with Score (A)	Number of applicants interviewed/not interviewed *		Results of Interviews	
		Interviewed	Not interviewed	Yes	No
78	30	16	14	13	3

(B) Business Promotion Officer (BPO)

Number of Total Received CVs	Number of Applicants with Score (A)	Number of applicants interviewed/not interviewed *		Results of Interviews	
		Interviewed	Not interviewed	Yes	No
62	14	9	5	7	2

* Annex 2 represents the reasons behind not interviewing the number of applicants.

The report in terms of remarks and results of each interview with applicants is included in Annex 1.

<i>Status of Interviewing Process</i>				
Applicants with Score (A) for BDD				
Serial No.	CV No.	Name	Remarks	Result
1	3	Bashar Barghouthy	Has knowledge in import/export affairs in Saudi Arabia. Has limited knowledge about Jordan market and investment opportunities and agreements.	No
2	6	Ayman Abu Hassan	Has good knowledge about agreements and investment opportunities. He is a diplomatic person and persuasive person. Has good negotiation skill.	Yes
3	10	Samir Said	Has access to many ideas of business market. Knowledge of Jordan economy and all trade agreements. Participated in many conferences and exhibitions to represent Jordan. Dynamic person.	Yes
4	11	Nidal Al-Ramahi	Good knowledge about job requirements. Good knowledge and experience in E-Banking and Software Development. Works through systematic approach to reach results.	Yes
5	15	Nadia Talhouni	Has good knowledge in banking, insurance and NGOs businesses. Good experience in financial investments. She is career-oriented person, ambitious, convincing and candid.	Yes
6	17	Mohammed Karim	Familiar with trade agreements. Has good approach toward promoting investments . He is a calculated person. Very good in research studies and evaluation of current situations.	Yes
7	26	Ahed sukhon	Has good knowledge of QIZ, Free Trade Agreements with USA and EC. He is a multi-culture person. Straightforward person. Very confident. Focus on ethics in business.	Yes
8	30	Mohammed Asi	Very organized person. Good convincing and negotiation skills. Decision maker and risk taker. Very well rounded at strategic level. Has current negotiation to work at Communication Regulatory Commission	Yes
9	34	Hana Uraidi	Has great experience and knowledge of agreements. Very systematic and organized person. Excellent communication skill. Has good thinking about handling the required tasks	Yes
10	35	Sahel Annabi	Has good experience in Trade Finance (Import/Export). Familiar with European companies. Has knowledge in agreements.	Yes
11	46	Khalid Mirza	Good knowledge of USA regulations. Very good knowledge in establishing QIZ. Has systematic thinking about promoting investment and implementing the agreements	Yes
12	48	Raed Alhomouz	Main experience in marketing. Weak English and limited knowledge about trade agreements.	No
13	51	Marwan Ibrahim	Limited knowledge in agreements and promotion business.	No
14	52	Mazen Khalaf	Worked four years in establishing new relationships with businessmen, Very good knowledge in private and public sector targets in Jordan and USA	Yes
15	60	Ghaith Bakri	very good knowledge about agreements, promotion businesses and exposure to Jordan exporters and manufacturers. Has a quiet personality. Good thinking about job requirements	Yes
16	76	Rasim Abderrahim	Great knowledge and background in economics , public management in USA. Very good knowledge of export businesses. Worked with USAID for over 10 years.	Yes

Recruit Commercial Attaches for Jordanian Embassies

Status of Interviewing Process			
Applicants with Score (A) for BPO			
Serial No.	No. of CV	Interviewed	Not Interviewed Due To The Following Reason
1	10	Yes	
2	11	No	Did not come to the interview
3	17	No	Already engaged in a new job
4	18	Yes	
5	23	Yes	
6	24	No	Could not be contacted by given address
7	26	No	Out of town and will not be in before one week
8	27	Yes	
9	28	Yes	
10	29	No	Could not be contacted by given address
11	48	No	Interviewed for BDD Position(applied in two CVs)
12	55	Yes	
13	61	Yes	
14	78	Yes	
15	62	Yes	

9	→	Number of interviewed Candidates
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